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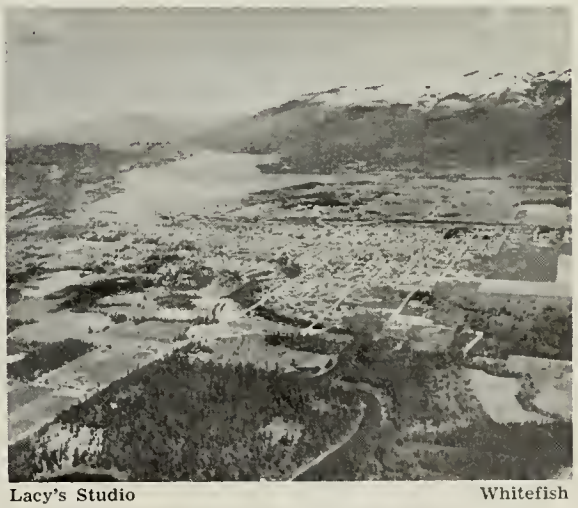
MONTANA *Industrial Horizons*
STATE PLANNING BOARD OCTOBER, 1960

. . . lives with beauty!

B. H. Alexander Summer Cabin

According to the Census Bureau, Montana is slated to have 90,000 more people living in the state within the next ten years. The majority will be born here. The rest will move here from all over the country. Where will they live? In a secluded mountain cabin . . . a picturesque town . . . a prosperous city? No matter where they choose to "hang their hats" they will be living with beauty . . .

. . . Those who move here will usually do so because they CAN spread out . . . because they love hunting, fishing, skiing, boating, clean, fresh air, no traffic jams, easier living. They will like our informal way of life. They will be a young, vigorous group who will bring new skills and new ideas and new business. If we are to hold our place in the nation, we need new industry to provide year-round employment for our growing state . . .



Lacy's Studio Whitefish

Montana Highway Commission Great Falls

. . . Montanans are proud, confident, free-wheeling, freedom-loving, independent citizens. They are friendly, outgoing and progressive. Those who move here will certainly be attracted by Montana's assets—scenic beauty, recreational areas, state and national parks, pleasant cities, modern schools, improved highways, invigorating climate and our most important asset—MONTANA CITIZENS.

around the state . . .

INVENTIVE MONTANANS LOOK AT FENCE POSTS

"Paul Bunyan couldn't drive fence posts into some of this Montana soil," Charles B. Hurd told the State Planning Board. And since Hurd, a Billings lumber dealer, sells posts, this was mighty important to him.

His answer to the dilemma—the development of a machine, called the Pneumadriver, which will do the job of post installation quickly and economically.

"The Pneumadriver," Mr. Hurd says, "has made it practical to use tapered driving posts in all soil types under extreme conditions. This pneumatic driving tool will set posts in such a manner that fencing costs less per dollar investment than other methods."

Pioneer Fencing, in which Hurd is a partner, holds the patent on the machine —the only one of its kind in the nation— and now is looking for a contractor to use Pneumadriver to install posts. Hurd desires to lease out the machine, explains, "We are primarily interested in selling posts."

This machine already has been used by the Department of Fish and Game to build a fence on the Fort Peck Reservation, and for fencing sections on the highway between Glendive and Terry, south of Billings, and in Wyoming and South Dakota.

Time tests have shown that 10 posts can be installed by Pneumadriver in 12 minutes, 20 seconds. And under ordinary conditions, the machine has installed one mile of posts for fencing at a cost of $35.00. Biggest advantages are its self-aligning mechanism, as well as the fact that no post holes need be dug.

Hurd's address—Box 812, Billings, Montana.

AND GRAIN ELEVATORS

Another active Montana mind has developed a new method for loading grain in a grain elevator. Patents on the invention, called a "VacCumleg," are held by its inventor, LaVerne L. Lindquist of Pendroy and William S. Jackson of Great Falls. Basically, this is how the VacCumLeg works—A steel casing runs the height of an elevator. A motor with a fan attached is housed at the top. The vacuum created by the whirling fan sucks grain into the casing from the dump pit or through a flexible hose, and up to the top of the elevator where the grain is distributed in bins.

"This VacCumLeg will make all other elevators now in use obsolete," Jackson told the Planning Board. "It can be installed in any elevator now in use."

Jackson said that the complete VacCumLeg will cost less than just a screw conveyor in one large grain annex. "We need someone to build the first model which would cost several thousand dollars," he continued.

Jackson's address, 1226 Seventh Ave., Great Falls, Montana.

WITH THE EDITORS

Newspaper editors across the state recently had these comments to make, in their editorial columns, about industrial development for Montana—

From the GLASGOW COURIER: "While the city is growing, the leaders of the community should look around to attract new industry into the area, permanent industry that will not be dependent on federal funds or agricultural income. The time to look around is not when the city is starving for income and unemployment is rampant. The time to look around is when business is good and that time is now."

From the HAVRE DAILY NEWS: "We agree with E. O. Sowerwine, Jr., State Planning Director, that Montana will benefit from more basic industry. . . Seeking to interest industry in a community is a continuous effort because communities in other states are competing. . . We must pursue with fervor the desire to bring new industry in or develop our own from the ground up."

From the HUNGRY HORSE NEWS: "This community, county and we expect, the whole State of Montana needs more realistic thinking about attracting industry. There's more to it than talking about freight rates and property taxes. Let's also view the local community and how it welcomes industry."

From the BILLINGS GAZETTE: "We think Montana has a good story to tell prospective new industries and that as markets expand in this part of the nation, we will get our share, provided we keep up our efforts to interest new business in investing in Montana's future."

MONTANA'S RANK

In Agriculture, Minerals—

Montana, with its rich endowment of natural resources, has always found that a major part of its income comes from farm land and mineral deposits.

But how does Montana, with a population ranking of 40th in the nation, compare with the rest of the union in these fields? Recent figures compiled for the State Planning Board by the Montana Bureau of Mines and Geology and the Division of Agriculture, Montana State College, show the following:

Montana's rank in agriculture and mineral production among the states is:

First in chromite and vermiculite.

Third in sheep, barley, copper, and manganese.

Fourth in wheat and silver.

Sixth in sugar beets, lead, and zinc.

Seventh in beef breeding cows and flaxseed.

Ninth in gold.

(Figures for agriculture are for 1959; figures for minerals are for 1958).

good news . . .

Phil-Co Feeds, Malta, staged a grand opening and dedication of Montana's first all-steel feed mill Oct. 8. Phillips county citizens invested $250,000 which ain't hay! It's feed for thought!

Big Big news is, of course, the Augusta to Lewistown **Minuteman missile** program which will bring in 3,600 workers and millions of silver dollars.

Two New Banks to open. One in Great Falls, the other in Three Forks.

Missoula Chamber of Commerce formed Missoula Development Corp. to promote new industries and expansion of existing firms. Stock to go for $100 a share. Line forms at the C of C office for first issue.

Tracana Enterprises will process peat moss and trace mineral products in Harlowton.

Conoco to build a $500,000 oil terminal in Great Falls.

Want a slip-on coach for your pickup? **Rocket Coach Division** of **Flathead Implement Co.,** builders of custom camp trailers, makes them at Third Ave. East, off Highway 93, Kalispell.

Glendive staged a Clay Day contest to secure clay samples which will prove valuable for industrial use.

Thompson Falls landed a log mill which will eventually employ 75 men. George Reller and sons, Glenn and Dale, plan a $650,000 expenditure on the Trout Creek plant.

Hughes Homes, prefab builders, who started from scratch four years ago in Butte, has grown to 60-70 employees, grosses $1,500,000 and operates in seven states.

Judith Gap to get a $127,000 dial phone exchange from Mountain States Tel. and Tel.

Van-Evan dedicated their new plywood plant in Missoula, Aug. 22. The plant—large enough to hold five football fields —is the biggest single building in Montana. Gov. J. Hugo Aronson, speaking at the dedication, said, "Montana is on the brink of becoming a powerful industrial force in America."

Columbia Paint Co., Helena, completed an expansion program. More than 100 products have been added to their line since 1947.

Sweetgrass to have a new $944,500 border station.

Mountain View Homes, Dillon, erecting 100 houses to accommodate influx of workers on Clark Canyon Dam.

Butte Brewing Co., recently purchased by a Salt Lake City group, to expand to the tune of $500,000.

Montana Concrete Pipe, Butte, has been reactivated to enable the company to expand manufacturing and sales outlets in S. W. Montana.

Hydroponics hosted a field day at the John Medearis farm to demonstrate technique of growing livestock feed grass chemically.

Pablo to have a charcoal briquette plant. **Big Bear** incorporated for half a million.

The incorporation of the Great Falls Economic Development Corporation was an important landmark for Montana. Though several industrial development corporations have been formed in the past in Montana, they were the result of a specific industry's need for help in locating in a Montana community. The Great Falls group is the first set up in advance of this need. Chairman of the committee which spearheaded action in Great Falls is architect Kenneth K. Knight. Mr. Knight, because of his experience in establishing the Great Falls group, has been asked to discuss the application of the industrial development corporation principle in other Montana communities.

the role of the industrial development corporation . . .

Q. What was the situation in Great Falls which led community leaders to believe an economic development corporation would be of benefit to the community?

A. The need for an industrial development corporation had long been known but it remained for a group to take the positive action necessary to implement its formation. While innumerable meetings and discussions were held, various reasons always allowed the final step to be postponed. In 1960, after the Chamber of Commerce had some disappointing firsthand experience in trying to find sites for new industries, the need was pointed up to the extent that positive action was finally taken.

Q. Just what is this corporation now set up to do?

A. The corporation will buy land suitable for development into industrial sites, develop the areas and resell to qualified industry. It will build industrial plants, for lease to industries where required, will lend money to finance expansions of existing industries in certain cases, and promote the industrial development of this area.

Q. Do you believe the principle of the industrial development corporation can be adapted in other Montana communities?

A. The principle of the industrial development corporation can be used by almost any community with an eye to the future. No business can sell a product which does not exist and no community can sell an industrial organization a location if it has no suitable site to offer. Thus the first step must be to develop the product before offering it for sale.

Incidentally, I have been pleased to learn that several Montana communities —including Miles City, Kalispell, Dillon and Missoula—have expressed interest or actually are beginning to work toward the formation of industrial development corporations.

Q. What would be the advantage for these communities to form industrial development corporations?

A. The community with a strong industrial development corporation and well developed industrial sites readily available will always be in a far stronger position to compete for the industrial plants than those without these advantages. New industries will attract new population, preserve and increase property values and contribute to the prosperity of the area. Failure to grow has exactly the opposite effect.

Q. Mr. Knight, how should a community go about establishing such a corporation?

A. A strong committee of civic-minded citizens who know of the need for community growth and with the enthusiasm to carry forth such a project should be formed. They should then form a corporation under the laws of Montana to carry forth the objectives of the group. Community support should then be enlisted by selling the principles of growth and the need for industrial expansion to the general public. When the community is fully aware of the need and the advantages of such a program, financial support will be forthcoming and with it the civic effort necessary to make it function.

industrial development---governors' style

A number of our states' governors have been active in the field of industrial development for their respective states. However, our attention has been specifically drawn to some of the outstanding activities of the following chief executives:

Governor J. Hugo Aronson

Montana's Governor, the Honorable J. Hugo Aronson, has devoted considerable effort to the advancement of Montana's tourist industry. His endeavors in this field were especially rewarded when he obtained the 1960 Governors' Conference which was held this past summer in Montana's Glacier National Park.

Governor Luther H. Hodges

North Carolina's Governor, the Honorable Luther H. Hodges, has been doing an excellent job in attracting a variety of new enterprises to his State. He is Chairman of North Carolina's Department of Conservation and Development and, as such, he has been a leader in the state's rapid industrial development. To illustrate his enthusiastic support for this program, he has headed delegations of between 85 and 125 interested North Carolina businessmen and industrialists (who donated their time, efforts, expenses) on visits to several major U. S. cities to contact industries who might wish to expand into North Carolina.

The delegations have twice visited Chicago, New York City, and Philadelphia to tell first hand their story of North Carolina's resources, manpower, and business climate. In each instance, radio and television facilities in the various cities were used to more widely circulate North Carolina's story. While in Chicago recently, he even was the guest on Alex Dreier's radio program "Man On the Go" where he very capably discussed North Carolina's industrial advantages over a nation-wide hookup. In addition, Governor Hodges led a delegation of 68 persons to the countries of western Europe. While there, they contacted approximately 1,500 European concerns for the dual purpose of investigating possibilities for branch plants being located in North Carolina and for promotion of greater use of North Carolina's deep water ports.

Governor Mark O. Hatfield

Developing the state's economy has become "everybody's business," and people from all walks of life—bankers, ranchers, professors, labor leaders, lumbermen, scientists, retailers—are working with the governor and the Department of Planning and Development on voluntary committees dealing with business climate, new industries, science and new technologies, and transportation. Community development corporations, many of which have industrial parks and funds to finance in-

dustrial buildings on a leaseback basis, have been organized in some 25 communities this past year.

Besides sparking this new enthusiasm, the governor also conceived an imagination-stirring project to put Oregon into the space age. A tract of some 100,000 acres on the Columbia River in north central Oregon is being developed as a Space Age Industrial Park, with sites for space technology and other science-based industry requiring isolation for hazardous operations yet access to community services, deep-water transportation, electric power, abundant fresh water supply, and natural gas. Nucleus of this new type of industrial park is an old World War II practice bombing range, now being used by the Navy, and being acquired by the state through a land exchange authorized by Congress.

Last spring the governor led a delegation of some 20 Oregon business and industrial leaders on a tour of the East and Midwest, telling industrialists about expansion opportunities in Oregon. These and other activities are beginning to pay off in payroll dollars. So far this year, new plants and plant expansions have added 4,500 manufacturing jobs in the state.

Regional recognition has resulted from Governor Hatfield's activities. He was named chairman of the Western Governors' Conference Committee on Economic Development, and is spearheading plans for interstate programs to promote the development of the entire West.

* * *

There is adequate proof that governors who exert energetic leadership, can induce capital to invest in their respective states.

with the planning board . . .

Members of the Montana State Planning Board and Advisory Council attended a number of meetings during September.

Meeting Highlights

D. P. Fabrick, representing Governor J. Hugo Aronson, and Program Chairman of the Missouri Basin Research and Development Council's Seventh Annual Conference E. O. Sowerwine, Jr., Everett Darlinton, Ray Olson, Laurie McCarthy and Eve Eden were hosts to nearly a hundred delegates and fifteen noted speakers at the Student Union Building, Montana State College, Bozeman, September 7th and 8th.

The Council's meeting—the first ever to be held in Montana—covered all facets affecting economic expansion in the Missouri Basin. Montana, with a tremendous stake in developing industry within the Basin, will participate in formulating future Council action.

* * *

Planning Board members attending the Federal Reserve Forum in Helena were R. C. Setterstrom, E. O. Sowerwine, Jr., and Everett Darlinton.

Setterstrom, one of the principal speakers, discussed industrial development in Montana.

Mr. Sowerwine attended the 15th annual convention of the Association of State Planning and Development Agencies in Portland, Oregon, the week of August 29th. The purpose of the meeting was to discuss the latest techniques in industrial financing and development.

* * *

Richard C. Setterstrom, industrial development engineer for the Montana Power Company, and Everett Darlinton met with the Commerce Industrial Committee of the Livingston Chamber of Commerce. Setterstrom, in his talk, outlined methods to bring in new industry and to retain present industry and urged combined community action for the Livingston area. The movie "The Hugo Story" was shown to the group.

* * *

Messrs. Sowerwine and Olson were at the Ground Water Resources Conference in Bozeman to discuss ground water legislation. While in Bozeman, Mr. Sowerwine and Mr. Olson met with members of the Water Subcommittee of the Montana Natural Resources Council for coordination of water measurement and water quality information.

* * *

In a keynote speech at the second Montana Planning Institute in Missoula, September 17th, D. P. Fabrick told delegates of city-county planning boards that, "Montana's economic prospects are good, in fact, very good, despite cutbacks in farming and mining income." Fabrick also said, "The trend toward larger cities would continue and for that reason cities must be zoned or planned or they will set up roadblocks to future economic growth."

E. O. Sowerwine, Jr., Everett Darlinton, and Ray Olson also attended this Institute which the Planning Board successfully fostered in 1959.

* * *

At a joint meeting between the Montana State Planning Board and Montana Institute of the Arts, held in Helena, September 24th, plans were made to set up a committee to study Montana's arts and crafts in order to develop a "Made in Montana" line of products for the tourist industry.

MIA President Fred H. Mass of Butte, will appoint the committee.

Luther A. Douglas, western representative of American House, a firm which markets American arts and crafts at both Sun Valley, Idaho and New York City, gave a rundown on AH policy.

E. O. Sowerwine, Jr., Everett Darlinton, Ray Olson and Laurie McCarthy represented the Planning Board.

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Sam W. Mitchell Building
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